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Cisco IoT Advantage for Account Managers (IOTAAM)

Cisco 700-846

Version Demo

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QUESTION NO: 1

Which mining persona is most responsible for worker safety environmental incidents and minimizing cost to mine?

A. Director of Risk

B. Director of Operations

C. Head of Engineering

D. Director of Networking

ANSWER: B

Explanation:

Director of Operations is correct because this role is accountable for the safe, efficient, and cost-effective execution of day-to-day mining activities. Operational leadership oversees the production system across the mine, including workforce practices, equipment availability, process performance, site coordination, and the controls needed to reduce operational risk. Worker safety and prevention of environmental incidents are fundamental operating outcomes: incidents can interrupt production, harm people and communities, trigger regulatory action, and materially increase operating expense. The same operational remit includes improving utilization, reducing unplanned downtime, optimizing workflows, and controlling the cost per tonne mined. Connected mining capabilities such as reliable industrial networks, telemetry, remote operations, asset monitoring, and real-time visibility support this leader's goals by enabling earlier detection of hazards and equipment issues, better-informed decisions, and more consistent execution in the field. Cisco describes its mining solutions in terms of safely connecting people, processes, and assets while improving operational efficiency and productivity. This aligns directly with an operations leader's responsibility to balance production performance, safety, environmental stewardship, and cost discipline across the mine. See Cisco Mining Solutions and Cisco Industrial IoT Solutions.

QUESTION NO: 2

Which two activities can an organization perform by using IoT Operations Dashboard? (Choose two.)

A. monitor asset connectivity

B. view data policy deployment status

C. program PLC ladder logic

D. replace a fleet management system

E. perform physical maintenance on field sensors

ANSWER: A B

Explanation:

IoT Operations Dashboard helps organizations monitor connectivity for distributed assets and view the deployment status of data policies. Connectivity visibility allows operations teams to identify assets that are online, offline, or experiencing communication issues. Data-policy status helps teams confirm whether intended edge data-handling policies have been deployed successfully across managed environments. These capabilities support centralized operations for geographically distributed industrial IoT deployments. Cisco describes IoT Operations Dashboard as a cloud-based platform for operating and monitoring IoT infrastructure. See Cisco IoT Operations Dashboard.

QUESTION NO: 3

Which Cisco switch products are commonly deployed in roadside infrastructure solutions?

A. Switch products should not be deployed because wireless access points are recommended

B. IE3000 series switches

C. IE2000 series switches

D. IE5000 series switches

ANSWER: D

Explanation:

IE5000 series switches are commonly deployed in roadside infrastructure because they are purpose-built industrial Ethernet switches for harsh, distributed environments such as transportation networks, roadway cabinets, and intelligent transportation system deployments. Roadside networks often need to aggregate traffic from IP cameras, connected traffic signals, variable-message signs, sensors, wireless infrastructure, and other field devices while maintaining dependable connectivity back to a traffic-management or operations center. The Cisco Industrial Ethernet 5000 Series provides the ruggedized design, industrial environmental tolerance, resilient network capabilities, and high port density needed at these aggregation points. It also supports industrial networking features that help organizations segment, secure, monitor, and manage field infrastructure as part of a larger converged network. This makes the IE5000 Series especially suitable where multiple roadside endpoints must be connected reliably and where an industrial switch must operate outside a traditional climate-controlled wiring closet. Cisco positions the Industrial Ethernet 5000 family for industrial applications requiring robust, high-performance network infrastructure and resilient connectivity. See the Cisco Industrial Ethernet 5000 Series overview and Cisco's transportation solutions for related deployment context.

QUESTION NO: 4

Which two characteristics make industrial Ethernet switches appropriate for deployment on a manufacturing plant floor? (Choose two.)

A. ruggedized environmental design

B. resilient connectivity for industrial endpoints

C. requirement for a climate-controlled data center

D. replacement of programmable logic controllers

E. elimination of network segmentation

ANSWER: A B

Explanation:

Industrial Ethernet switches are built for harsh operational environments and provide the connectivity needed close to controllers, sensors, and machines. Ruggedized environmental specifications allow installation in cabinets and production areas where conventional enterprise switches may not be suitable. Industrial switching also supports resilient, managed network connectivity for OT endpoints. See Cisco Industrial Ethernet.

QUESTION NO: 5

Which functions does Cisco DNA-Center manage?

A. policy, provision, design, and assurance

B. detect secure maintain view

C. segment, deploy, integrate audit

D. configure, secure, manage monitor

ANSWER: A

Explanation:

policy, provision, design, and assurance is correct because these are the core network-lifecycle functions managed by Cisco DNA Center, now known as Cisco Catalyst Center. Design provides a centralized workflow for defining the network hierarchy, sites, IP address pools, device types, and network settings before deployment. Policy enables intent-based controls, including segmentation and access policies, so that business requirements can be consistently translated into network behavior. Provision automates onboarding and configuration deployment for network devices, reducing manual implementation work and helping maintain standardized configurations. Assurance uses telemetry, analytics, and contextual insights to monitor user, device, and application experience, identify issues, and support faster troubleshooting. Together, these functions implement a closed-loop operational model: define the intended network, apply policy and configurations, continuously validate outcomes, and use assurance data to maintain service quality. Cisco describes Catalyst Center as a centralized platform for automating network operations and managing the network lifecycle, including design, policy, provisioning, and assurance capabilities. See the Cisco Catalyst Center product page and the Cisco Catalyst Center developer documentation.

QUESTION NO: 6

Which two use cases are well suited to Cisco Industrial Asset Vision? (Choose two.)

A. tracking the location of mobile equipment

B. monitoring asset condition through sensor telemetry

C. performing inline firewall inspection of OT traffic

D. managing enterprise WAN routing policies

E. replacing a fleet management system for haul trucks

ANSWER: A B

Explanation:

Cisco Industrial Asset Vision is well suited for location tracking and condition monitoring of distributed industrial assets. Its sensors and cloud-based operations capabilities help organizations identify where assets are and obtain telemetry that can indicate changes in their operating condition. These insights can improve utilization, maintenance planning, safety, and operational resiliency. See Cisco Industrial Asset Vision.

QUESTION NO: 7

Which Oil and Gas segment includes exploration and production activities at well sites?

A. Upstream

B. Midstream

C. Downstream

D. Retail stream

ANSWER: A

Explanation:

Upstream is the Oil and Gas segment that includes exploration and production activities. Upstream organizations locate hydrocarbon reserves, drill wells, operate production equipment, and manage the initial extraction of oil and natural gas. These operations are often geographically distributed and depend on reliable connectivity for remote monitoring, production

telemetry, worker safety, and operational control. Cisco Oil and Gas solutions address the need to securely connect assets, data, and personnel across field operations and the broader energy value chain. See Cisco Oil and Gas Solutions.